



Cisco

650-281 Exam

C-Series Servers for Account Manager

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Question: 1

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A. Define and plan.
- B. Confirm the strategy.
- C. Review the client's needs.
- D. Deliver a solution.
- E. Engage an extended sales team to develop a preliminary solution.
- F. Confirm the sale.

Answer: A, B, E

Question: 2

You are proposing a solution to a potential client. Which two items should you include in your proposal? (Choose two.)

- A. training to manage the proposed system
- B. defining the service delivery requirements
- C. a list of competitors and their products
- D. the statement of work
- E. a deployment plan and list of necessary equipment to integrate

Answer: Not sure

Question: 3

In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points

- A. Accelerated Deployment
- B. Assessment Workshops
- C. Sustain Optimal Operations
- D. Business Challenge Prioritization
- E. Architecture Design

Answer: B

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